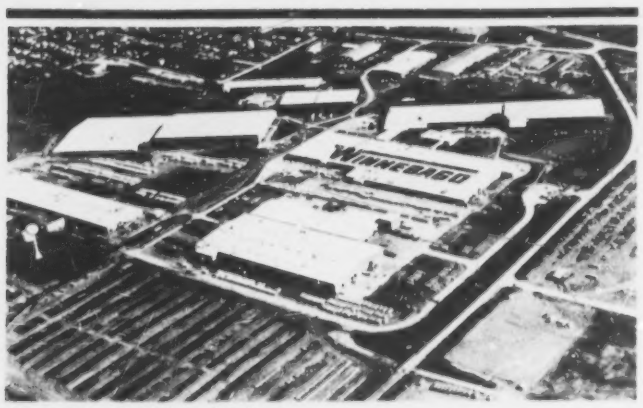

Winnebago's twin milestones
Winnebago Industries Inc., Forest City, Iowa, marked two milestones by producing its 200,000th motor home and commemorating 20 years of motor home manufacturing. Winnebago uses automotive-type manufacturing in its 2.5-million square-foot facilities which include sophisticated chassis lines for four-wheel-drive vehicles.

Sept. brings 13% increase in shipments

By Joseph Bohn
AUTOMOTIVE NEWS STAFF REPORTER

Wholesale shipments of RVs were up sharply in September, according to the Recreation Vehicle Industry Association.

The industry shipped 30,000 RVs in September, up 13.6 percent from September 1985. For nine months of calendar 1986, shipments of 298,900 units were up 4.9 percent from a year earlier.

The industry shipped 14,800 van conversions in September, up 24.4 percent from last year. It shipped 146,100 for the first nine months, up 14.6 percent.

Recreational Vehicle Wholesale Deliveries

	September 1986	September 1985	% change	9 months 1986	9 months 1985	% change
Travel trailers	6,600	6,400	+ 3.1	67,900	67,000	+ 1.3
Folding camping trailers	2,600	2,800	– 7.1	27,600	29,100	– 5.2
Truck campers	500	600	– 16.7	5,800	5,800	0.0
Towable RV total	9,700	9,800	– 1.0	101,300	101,900	– 0.6
Conventional (type A)	2,600	2,300	+ 13.0	24,800	26,500	– 6.4
Van Campers (type B)	600	300	–100.0	4,700	5,500	– 14.5
Chopped vans (all)	2,300	2,100	+ 9.5	22,000	23,500	– 6.4
Motor home total	5,500	4,700	+ 17.0	51,500	55,500	– 7.2
Van conversions	14,800	11,900	+ 24.4	146,100	127,500	+14.6
TOTAL ALL RVs	30,000	26,400	+ 13.6	298,900	284,900	+ 4.9

Source: Recreational Vehicle Industry Association.

Domestic van manufacturers shipped 10,000 full-sized van chassis to converters during the September, off from 15,800 a year ago. They shipped 99,200 full-sized vans to converters during the first nine months, down from 108,200 in like 1985.

However, their minivan chassis shipments of 2,400 units in September were up from 1,300 a year earlier. Nine-month minivan chassis shipments of 23,700 units were up from 3,600 last year.

September motor home shipments of 5,500 were up 17.0 percent from last year. Their nine-month total of 51,500 was off 7.2 percent.

Van converters cater to special needs of buyers

By Patricia A. Kelsey
STAFF CORRESPONDENT

ST. PETERSBURG, Fla. — Mark Megin, owner and president of Sans Vans, of Largo, is an example of today's Florida van converters. He caters to people who can't find what they want in mass-produced factory vans.

Although a smaller converter, Megin has one of the oldest operations in his area. He said his production of 75 units a year allows him to focus on craftsmanship.

Megin sits down with potential customers to spec the van to exact requirements.

His low-line conversion package is about $5,000. With the chassis, prices can run $20,000 to $35,000. His high-top conversion packages are about $7,000.

Megin sells mostly to young professionals, with $50,000-a-year household incomes, and secondarily to persons in the 50-and-up age group who may use a van for travel.

He sells 70 percent of his vans through dealers, 30 percent through direct retail.

DMC Vans, St. Petersburg, has been in operation three years. It produces about 150 units a month, according to owner Dale Mock.

His Florida operation is essentially an outgrowth of a DMC Vans operation in Butler, Wis., which has been in business for 13 years.

DMC distributes through Ford, Dodge, Chevrolet and GMC dealers in Miami, Orlando, Sarasota and the Tampa Bay area.

It offers four low-top and three high-top models, as well as pickups, RVs, campers, Suburbans and Blazers.

Its most popular options are elaborate sound systems, rear air conditioning and rear heating units.

Mock said the conversion market is "fabulous." He attributes it to the downsizing of cars.

The company's lower-priced models are more popular in northern markets because of handling in the snow, while southern markets go for the more expensive units with the rear air and heating units, Mock said.

Mock operates a full-service operation for conversions. He claims to have one of the largest parts and accessories stocking facilities in Florida.

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Incentives end; Canada unhurt

By Laura Clark
AUTOMOTIVE NEWS STAFF REPORTER

Domestic new-car sales in Canada rose 4.9 percent in October despite the expiration of widespread consumer incentives.

Canadian dealers delivered 65,837 cars in October compared to 62,720 in September. Incentive programs, which had been offered by General Motors, Ford Motor Co. and Chrysler Motors for all of September, expired early in October.

Even though October car sales were better than September's, they were 5.0 percent below those of October 1985 when Canadian dealers delivered 69,361 cars.

Sales for the first 10 months of 1986 were off 1.9 percent from the same period in 1985. The 10-month total was 678,365 this year compared to 691,546 last year.

GM accounted for the biggest September-to-October car sales increase. Sales rose 16.7 percent to 35,303 from from 30,239.

A GM spokesman said the 1987 Oldsmobile Delta 88 and Buick LeSabre were strong sellers in October.

Ford recorded a gain of 4.3 percent from September, as sales rose from 15,075 to 15,727. A Ford spokesman said sales were steady throughout October despite the fact that Ford incentives expired after the first week of the month. Combined sales of Taurus and Sable set a record of 3,389 units — 2,449 for Taurus and 940 for Sable.

Showing September-to-October declines in car sales were Chrysler Motors, down 13.5 percent from 15,502 to 13,399; American Motors, down 37.5 percent from 1,298 to 810; and Volvo, down 1.3 percent from 606 to 598.

Canadian new-truck sales for October improved 4.9 percent from the same period a year ago. The monthly totals were 31,089 this year and 29,626 in 1985. Chrysler was the only truck maker to show a decline.

For the year, truck sales were up 9.5 percent.

CANADIAN SALES

	Oct. 1986	Oct. 1985	Pct. Change	10 mos., 1986	10 mos., 1985	Pct. Change
AMC						
Cars	810	1,793	−54.8	11,399	20,222	−43.6
Jeeps	1,681	1,343	+25.0	12,161	8,827	+37.7
CHRYSLER						
Cars	13,399	14,739	− 9.0	141,347	159,647	−11.4
Trucks	4,991	4,539	− 9.0	52,992	54,774	− 3.2
GM						
Cars	35,303	35,563	− 0.7	354,519	340,108	+ 4.2
Trucks	13,448	13,078	+ 2.0	131,472	116,111	+13.2
FORD						
Cars	15,727	16,591	− 5.0	164,435	164,566	− 0.1
Trucks	10,969	10,666	+ 2.8	105,968	96,465	+ 9.8
VOLVO						
Cars	598	675	−11.0	6,665	7,003	− 4.8
TOTAL CAR	**65,837**	**69,361**	**− 5.0**	**678,365**	**691,546**	**− 1.9**
TOTAL TRUCK	**31,089**	**29,626**	**+ 4.9**	**302,593**	**276,177**	**+ 9.5**

MARKET SHARES
October 1986

Cars	
General Motors	53.6%
Ford Motor Co.	23.9%
Chrysler Motors	20.3%
American Motors	1.3%
Volvo	0.9%
Trucks	
General Motors	43.3%
Ford Motor Co.	35.3%
Chrysler Motors	16.0%
Jeep	5.4%

Exports dip for Toyota, Nissan, Mazda

TOKYO — Three of Japan's major automakers reported declines in both vehicle exports and production for October.

Toyota Motor Corp., Nissan Motor Co. and Mazda Motor Corp. said the downturns resulted mainly from the appreciation in the value of the yen.

Toyota managed to register an increase in domestic sales in October, compared with the same month a year ago.

Industry observers also blamed the overall decline on the Japanese government's curb on car shipments to the European Economic Community and the continuing drastic drop in sales to China, the Middle East, Oceania and other Asian countries.

Toyota, the No. 1 auto manufacturer in Japan, said its exports in October decreased 9.1 percent to 156,988 units for the fourth consecutive month-to-month decline compared with last year. The October total included 102,825 cars, down 0.7 percent from October 1985.

Toyota said its production totaled 337,632, down 0.1 percent from the volume recorded in the same month last year. Toyota's domestic vehicle sales in October spiraled 18.8 percent over last year to 178,255 units.

However, Toyota said its share of the domestic car market (excluding minicars) in October surpassed 50 percent for the first time ever. Sales totaled 144,520 units, and market share was 51.4 percent.

Nissan, Japan's second largest car company, said its October exports totaled 94,853 units, down 18.8 percent from last year. The October figure included 74,675 cars, down 19.0 percent.

Nissan's vehicle production for the month plummeted to 170,175 units, down 20 percent, the biggest year-to-year decline since a 25 percent drop in August 1974, at the start of the first series of oil price hikes. The company's domestic vehicle sales totaled 72,351, down 5.7 percent.

Mazda said October exports dipped 26.7 percent to 53,623 units. The total included 38,368 cars, down 25.0 percent. Mazda's production in October skidded 13.9 percent to 99,182 units, while domestic sales in October were off 0.4 percent at 38,667 units.

Korean unions hope for legal strikes, mediation

By Andrew Tank
STAFF CORRESPONDENT

SEOUL, South Korea — Korea's weakening union movement is hoping to benefit from the reform of labor laws which could also have important implications for the fledgling auto industry.

A package of labor law reforms is being presented in Korea's National Assembly this year. The major changes would reduce the lengthy procedure which presently makes it almost impossible to call a legal strike and would include a provision for an independent arbiter to offer mediation between employers and unions.

Jung Sik Min, president of the Federation of Korean Metalworkers Trade Unions, expects those changes to become law in the current session of the National Assembly.

Actual union organization in Korea is based on the individual company rather than on a national basis. The Metalworkers' Federation is the country's second largest union, with 130,000 members in all fields of engineering industries and about 20,000 in the auto industry.

Hyundai, Korea's biggest auto firm, is not unionized, but the other two major competitors — Daewoo Motor and Kia Motor — as well as many auto parts firms, have fairly strong union structures.

Min's optimism for reform may be premature. The government of President Chun Doo Hwan recently cracked down on labor organizations, students and other political activists, and seems likely to resist moves allowing greater militancy.

Korean unions have been prohibited from any activities the government deems "political" ever since the military coup lead by Gen. Park Chung-hee in 1961. In Korean terms, almost any coordinated industrial action by unions or others can upset the authorities.

There have been strikes — such as a 10-day stoppage at Daewoo Motor last year — but union leaders have generally been punished by the law.

Min said that union claims must be judged according to the financial health of the company. He quoted the example of Kia Motor, which teetered on the edge of bankruptcy in the early 1980s and has emerged as a healthy enterprise due to concerted joint worker-management cost-cutting measures.

Any strength of Korea's auto unions is blunted by the lack of a union at Hyundai and also at Dong-A, a small truck and bus maker. "We're trying to unionize them, but the employers are very strongly against it," Min said.

Autoworkers in Korea are paid about $375 a month, including allowances. Many are working overtime, bringing take-home pay to around $500 a month.

That is about 20 percent higher than the pay of other industrial workers and is close to the average for all workers (including clerical and managerial grades) in manufacturing.

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AUCTION DATES

American Motors

Dec. 2 — D-A Auto Auction, New Stanton, Pa.

Dec. 3 — Metro Milwaukee Auto Auction, Caledonia, Wis., and Minneapolis Auto Auction, Plymouth, Minn.

Dec. 4 — Aptco Auto Auction, Taylor, Mich.; Minneapolis Northstar Auto Auction, Shakopee, Minn.; Todd Auto Auction, Telford, Pa.; and Evansville Auto Auction, Evansville, Ind.

Chrysler Corp.

Dec. 2 — Arena Auto Auction, Chicago; Golden Gate Auto Auction, Fremont, Calif.; and Florida Auto Auction of Orlando, Ocoee, Fla.

Dec. 3 — Southern Auto Auction, Warehouse Point, Conn.; Columbus Fair Auto Auction, Obetz, Ohio; Southwest Auto Auction, Phoenix, Ariz.; and South Seattle Auto Auction, Kent, Wash.

Ford Motor Co.

Dec. 3 — Concord Auto Auction, Acton, Mass., and Golden Gate Auto Auction, Fremont, Calif.

Dec. 4 — Atlanta Auto Auction, Red Oak, Ga.; Arena Auto Auction, Chicago; Dallas Auto Auction, Dallas; Nashville Auto Auction, Nashville, Tenn.; and Skyline Auto Exchange, Fairfield, N.J.

General Motors

Dec. 3 — Atlanta Auto Auction, Red Oak, Ga.; Golden Gate Auto Auction, Fremont, Calif.; Hatfield Auto Auction, Hatfield, Pa.; and Metro Auto Auction of Kansas City, Lee's Summit, Mo.

Dec. 4 — Arena Auto Auction, Chicago; Columbus Fair Auto Auction, Obetz, Ohio; Southwest Auto Auction, Phoenix, Ariz.; and Floyd Hauhe Auto Auction, Bridgeton, Mo.

Used Car Sales
Auction Averages

November, 1986	$5,181
Month ago	$5,196
Year ago	$4,714

Model Breakdown
Auction Averages

	NOV 1986	OCT 1986	SEP 1986
1986	$11,299	$11,574	$11,846
1985	$8,286	$8,414	$8,472
1984	$6,186	$6,215	$6,221
1983	$5,420	$5,442	$5,459
1982	$4,190	$4,216	$4,261
1981	$3,244	$3,277	$3,333
1980	$2,387	$2,424	$2,463
1979	$2,069	$2,086	$2,109
Overall Average	$5,181	$5,196	$5,206

AUCTION DIRECTORY

MINNESOTA

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Dec. 4—Thurs., 5 PM Sharp — Semi-monthly Fleet & Lease Sale. Complimentary buffet, 4 PM
Dec. 10— Chrysler Corp. Factory Sale, 11 AM Plus Import Sale at noon
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Ford praised in book on top corporations

Dave Zoia
AUTOMOTIVE NEWS STAFF REPORTER

Ford Motor Co. will be portrayed as a prime example of an American company gone right in a book due next year.

Robert Waterman (one of the authors of "In Search of Excellence") will write the untitled book. It will profile 50 U.S. corporations that during the past few years have gone through a period of extensive "change and renewal."

Waterman said Ford stands out as one of the better examples in the book, "because of the company's size and importance to America."

"There's been a fundamental change at Ford in regard to how management treats people," he said. "Ford management woke up to the threat of overseas competition."

Waterman, formerly of McKinsey & Co., San Francisco, now runs his own consulting firm, Waterman & Associates, also San Francisco-based. He and Tom Peters (also formerly of McKinsey) co-authored "In Search of Excellence," a 1982 book detailing exemplary management techniques employed by some U.S. companies.

Waterman admits his new book won't contain the kind of exhaustive research on Ford that David Halberstam undertook for "The Reckoning," his book profiling both Ford and Nissan. Ironically, Halberstam's book cites Ford as an example of what went wrong with the automotive industry in the United States.

But in time spent touring some Ford facilities and talking to workers and top management, Waterman liked what he saw.

Is Ford management that exceptional?

"I'm not sure I'd call them exceptional," Waterman said. "They are just the right people for the times — they're divided up well in terms of interests."

A key attribute of Ford's top executives is their willingness to listen, he said.

"Ford's future looked pretty bad five years ago," Waterman said. "But since then, things have turned around.

"Management has opened up communication lines. They've been very receptive to ideas."

As a basis for his analysis of the automaker, Waterman interviewed several top Ford executives, including Donald E. Petersen, chairman; John Risk, program manager for medium and large front-drive cars; and John J. Telnack, chief design executive, North American Design.

He also hopes to catch up with former Ford Chairman Philip Caldwell and Louis C. Veraldi, current head of luxury and large car engineering and planning, before the book goes to press.

Waterman said he was impressed with Ford's automated Taurus-Sable assembly plant in Chicago, as well as what he found to be a highly motivated workforce.

But he admitted Ford still has room for improvement.

"You see some things that make you wonder," he said. "But the contrast with the way the company was five years ago is like night and day."

The book will be published by Bantam Books.

U.S. site choice near for Subaru-Isuzu plant

By Francis J. Gawronski
AUTOMOTIVE NEWS STAFF REPORTER

TOKYO — A site selection for the U.S. plant being built jointly by Fuji Heavy Industries (Subaru) and Isuzu Motors Ltd. could be announced "any time, as soon as this week or maybe in a month," according to an Isuzu spokesman.

Nihon Keizai, a local economic newspaper, reported the automakers "are expected to make a final decision in early December and begin work on establishment of a new firm and construction of an assembly plant, which will begin operating in 1989."

Representatives for the automakers denied as "pure speculation" reports that southeastern Indiana is the likely choice.

Stephen Merrick, who is in charge of operations in Japan for the State of Indiana, also said that a site had not been selected.

Merrick said Indiana Governor Robert D. Orr was in Japan recently but did not meet with officials of the automakers.

Another Midwest representative, who asked not to be identified, said both Greenfield and Lafayette, Ind., were strong contenders.

He also said a debate developed between the two automakers when Isuzu pushed its bus chassis plant at Russellville, Ky., as the site.

However, the source said Isuzu's proposal was shelved because Toyota Motor Corp. already selected Kentucky for its plant, and the Japanese government has been encouraging the industry not to construct more than one factory in any state.

The Japanese newspaper story said the two automakers chose Indiana because the state government offered various preferential measures.

In addition, it said, in Indiana, "Japanese automakers can transport parts and finished cars easily on Route 37, which runs near the state, and hire technicians and ordinary workers from big cities such as Cincinnati."

The plant will produce cars, multi-purpose four-wheel-drive vehicles and small trucks. Output will be split between the two makers.

Sales climb without incentives

The retail car market in the United States, Nov. 11-20, could have been described as a lame duck.

The period fell between sales incentive programs, but its performance, a 6.06 percent gain above the like 1985 period, was relatively strong.

Healthy year-to-year gains were reported by American Honda Motor Co., up 99.42 percent; Nissan Motor Corp. in U.S.A., 25.61 percent; Chrysler Motors, 18.40 percent and Ford Motor Co., 17.14 percent.

The similar 1985 period offered incentives in the form of cut-rate car loans.

In mid-November this year, sales skids were reported by American Motors with a drop of 51.30 percent, Volkswagen's U.S.-built cars at 29.50 percent and General Motors off 4.20 percent.

DOMESTIC SALES

	Nov. 11-20, 1986	Nov. 11-20, 1985
Renault		
Alliance-Encore	975†	2,000†
AMC	145†	300†
AMERICAN MOTORS	1,120	2,300
Chrysler	6,038	8,614
Plymouth	9,644	6,217
Dodge	11,887	8,454
CHRYSLER MOTORS	27,569	23,285
Ford	37,250	31,708
Mercury	11,876	10,781
Lincoln	6,205	4,747
FORD MOTOR CO.	55,331	47,236
Buick	14,203	18,121
Cadillac	7,816	7,183
Chevrolet	37,395	35,808
Oldsmobile	19,920	21,624
Pontiac	18,972	19,878
GENERAL MOTORS	98,306	102,614
VOLKSWAGEN	1,625	2,305
HONDA	8,579	4,302
NISSAN	2,869	2,284
U.S. INDUSTRY TOTAL	195,399	184,326

†—Estimate

Job losses to Mexico in question

By Matt DeLorenzo
AUTOMOTIVE NEWS STAFF REPORTER

WASHINGTON — A program to promote Mexico as a low-cost manufacturing base for U.S. companies, initially backed by the Commerce Department, came under fire during a congressional hearing last week.

The department planned to spend more than $166,000 to mail brochures to 120 companies, advertising an early-December exposition in Acapulco to promote investments in that country's "Maquiladora" or "golden mill" area along the U.S.-Mexican border.

The Commerce Department has since backed out of the program and Congress barred the brochure expenditure in the omnibus funding bill approved last October. But the House Economic Stabilization Subcommittee scheduled the hearing to find out about the Commerce Department's initial plans.

In defending the department's role, Alexander M. Good, director general of the U.S. Foreign and Commercial Service, testified that "it (the Maquiladora program) has maintained employment that otherwise would go to the Pacific rim."

Among those disagreeing was the UAW. Steve Beckman, a union economist, said, "The efforts of the Commerce Department to encourage American companies to invest in low-wage countries instead of in this country is, in our judgment, an outrage."

Under the program, U.S. companies setting up assembly operations across the border may ship components, tooling and machinery into Mexico duty-free if the built-up output is exported.

Duty upon re-importation into the United States is assessed only on the Mexican content, which is usually only the low-cost labor.

The Commerce Department claims the program preserves U.S. jobs among supplier industries while offering manufacturers a low-cost alternative to final assembly.

Beckman countered that those supplier jobs "are no substitute for the U.S. jobs lost to the foreign countries that receive the investment. In fact, the U.S. supplier jobs remain when Maquiladora investments are made because they are cost-effective for the company, not because of any 'loyalty' by the company or the proximity of the Mexican border. The question asked by the company is where it can make the biggest profit."

Automotive News appoints reporter, circulation personnel

David Versical, 31, former business editor for the Oakland Press, Pontiac, Mich., has joined the Detroit staff of Automotive News as a reporter.

Versical joined the Oakland Press in 1984 as a general assignment reporter; he subsequently became a business writer and then a copy editor.

Versical

He worked for Gale Research Co., Detroit, from 1978 to 1982, as an assistant editor and later an associate editor.

He is a 1983 graduate of Northwestern University's Medill School of Journalism and received his undergraduate degree from Michigan State University.

Automotive News has also expanded its circulation department.

Leah DiPippo, former account supervisor for Marketing Associates, Bloomfield Hills, Mich., has been named circulation manager. At Marketing Associates, she coordinated the Ford and Lincoln-Mercury corporate, national and dealer programs.

DiPippo

LoPrete

DiPippo also will manage the circulation activities of two other Crain Communications publications, Rubber and Plastics News and Tire Business.

She is a graduate of Western Michigan University.

Thomas R. LoPrete has been named to the newly created position of market information manager. As such, he will track emerging market segments of the auto industry and work with both the marketing and circulation departments of Automotive News.

Before joining Automotive News, LoPrete was an account executive at McCann-Erickson on the Kelsey-Hayes and Fruehauf Corp. accounts. He is a graduate of Wayne State University, Detroit.

Parts marking for 80 cars; NHTSA says most comply

WASHINGTON — NHTSA has selected 80 vehicles to meet parts marking requirements of the government's anti-theft standard for 1987 model year.

In most instances, manufacturers already know which vehicles require marked parts and already comply with the standard, NHTSA said.

The agency said models were selected on the basis of national auto theft data for the models' 1984, 1985 and 1986 counterparts.

Some vehicle designs new for 1987 were included, despite no theft history.

The parts marking requirement is intended to reduce thefts by labeling major vehicle parts with vehicle identification numbers.

NHTSA allowed 12 vehicles that otherwise would have been designated as theft-prone, to avoid parts marking because manufacturers agreed to install anti-theft devices as standard equipment.

Those vehicles include: Sterling (manufactured by Austin Rover), Chrysler Conquest, Cadillac Allante, Chevrolet Corvette, Isuzu Impulse, Mitsubishi Galant and Starion, Nissan Maxima and 300-ZX, Toyota Celica Supra and Cressida and Audi 5000-S.

The Alfa Romeo Milano, Mazda RX-7 and Porsche 924-S do not have to meet the parts-marking requirements for 1987 because the vehicles were introduced as 1987 models before April 24, 1986.

NHTSA's full listing runs as follows:

BMW: 3-series, 5-series, 6-series, 7-series.

Chrysler Motors: Chrysler Executive Sedan/Limousine, Fifth Avenue, Laser, LeBaron/Town & Country, LeBaron GTS; Dodge Aries, Daytona, Diplomat, Lancer, 600; Plymouth Caravelle, Gran Fury, Reliant, Q-coupe.

Ferrari: Mondial, 308, 328.

Ford Motor Co.: Ford Mustang, Thunderbird, Mercury Capri, Cougar, Lincoln Continental, Mark VII, Town Car; Merkur Scorpio, XR4Ti.

General Motors: Buick Electra, LeSabre, Riviera; Cadillac DeVille, Eldorado, Seville; Chevrolet Camaro, Nova; Oldsmobile Delta 88, 98, Toronado; Pontiac Bonneville, Fiero, Firebird.

Honda: Acura Legend.

Jaguar: XJ-S, XJ-6, XJ-40.

Maserati: Biturbo, Quattroporte.

Mazda: GLC, 626.

Mercedes-Benz: 190D/E, 260E, 300D/E, 300TD, 300SDL, 380SEC/500SEC, 380SEL/500SEL, 380SL, 420SEL, 560SEL, 560SEC, 560SL.

Mitsubishi: Cordia, Tredia.

Porsche: 911, 928.

Reliant: SS1.

Saab: 900, 9000.

Subaru: XT.

Toyota: Camry, Celica, Corolla/Corolla Sport, MR-2, Starlet.

Volkswagen of America: Audi Quattro; Volkswagen Cabriolet, Rabbit, Scirocco.

PRODUCTION

Holiday, strike cut car output

By Kathy Barbaglia
AUTOMOTIVE NEWS STAFF REPORTER

A combination of the Thanksgiving holiday and the General Motors plant closings, due to the Delco Electronics Corp. strike, drastically reduced last week's targeted production from the prior week's output.

Automakers scheduled 80,162 cars last week, 48.17 percent below the previous week's 154,654, which was also affected by the strike.

Although the strike has been settled, several GM assembly plants remain affected.

Last week's estimated production was 18.99 percent below the year-ago week's 98,954, which was also a holiday week.

So far this year, 7,153,331 cars have been assembled, 4.81 percent below the 7,514,502 completed last year at this point.

Companies split last week's scheduled output as follows: GM, 45.07 percent; Ford Motor Co., 28.22 percent; Chrysler Motors, 15.59 percent; Honda of America Manufacturing Inc., 4.98 percent; Nissan Motor Manufacturing Co., U.S.A., 3.64 percent; Volkswagen of America, 1.50 percent; and New United Motor Manufacturing Inc., 1 percent.

American Motors' Kenosha, Wis., plant was idle last week (Nov. 24) for inventory adjustment.

The plant is not expected to resume output until Dec. 8.

Additional GM assembly plants idled last week (Nov. 24) by the Delco Electronics strike were Van Nuys, Calif., until Dec. 8; Norwood, Ohio, until Dec. 8; Leeds, Mo., until Dec. 8; Lordstown, Ohio, until Dec. 4; and Janesville, Wis., until Dec. 3.

The following GM plants were down all last week because of the strike: Fairfax, Kans.; Bowling Green, Ky.; Detroit (Clark Avenue); Willow Run, Mich.; and Wentzville, Mo. They are scheduled to return to work today (Dec. 1).

GM's Detroit-Hamtramck plant will resume output Dec. 3. Its Lake Orion, Mich., plant returned to work Nov. 24, and the Wilmington, Del., plant resumed production Nov. 25. Both were down because of the strike.

GM will close its Fiero plant in Pontiac, Mich., Jan. 5 for two weeks for inventory adjustment.

On Jan. 19, production at that plant will be reduced from two shifts at 22 cars per hour to one shift at 30 cars per hour. About 600 employes will be laid off as a result of the adjustments.

There was no Saturday (Nov. 29) overtime slated at any car plants due to the Thanksgiving holiday.

Japan firms to produce parts in U.S.

TOKYO — Two Japanese parts manufacturers have announced plans to establish manufacturing facilities in the United States, which would supply components to both Japanese and U.S. automotive assembly plants.

Stanley Electric Co., Tokyo, said it has formed a joint parts venture in Battle Creek, Mich., with Kyokuto Boeki Kaisha Ltd., a trading firm, to produce automotive electrical components.

Showa Mfg. Co., Tokyo, will construct a plant in Sunbury, Ohio, by early 1988 to make shock absorbers primarily for U.S. and Canada-produced Hondas.

The Stanley Electric venture, capitalized at $1 million, will be owned 60 percent by Stanley Electric, 30 percent by Kyokuto and 10 percent by the Ohio-based Stanley Electric U.S. Co. Stanley Electric's wholly owned subsidiary.

The company will produce and market a wide range of parts including car lamps and electronic components. They will be offered to Japanese and U.S. car manufacturers, which are stepping up U.S. output to cope with the yen's rise against the dollar, according to Hisao Fujiwara, Stanley Electric general manager.

"We can't help but undertake U.S. production because we were requested to do so by our clients, including Mitsubishi Motors Corp., Honda and Toyota Motor Corp.," he said.

MMC owns 3.2 percent of Stanley Electric, while Honda has a 4.2 percent stake in the company.

Showa, which is 36.4 percent owned by Honda, will produce some 1.6 million shock absorbers annually for Honda and other automakers.

Metals group renamed ASM International

METALS PARK, Ohio — The American Society for Metals has changed its name to ASM International.

ASM said the change resulted from increased use of materials such as composites, ceramics, plastics and electronics.

Truck build OK for Thanksgiving

Last week's scheduled truck output decreased from the previous week's build due to the holiday and the General Motors plants affected by the Delco Electronics Corp. strike.

Estimated production of 49,221 units last week was 18.68 percent below the prior week's actual build of 60,531 but was 8.01 percent more than the year-ago week's 45,569, which also included the Thanksgiving holiday.

So far this year, 3,246,514 units have been assembled, 2.44 percent more than the 3,169,192 completed last year at this time.

Here are the GM plants and number of workers that were idle at various times last week due to the Delco Electronics strike: St. Louis, 1,800; Moraine, Ohio, 2,470; Pontiac, Mich., 1,900; Shreveport, La., 2,200; and Flint, Mich., 6,257.

Because of the holiday, there was no Saturday (Nov. 29) overtime slated at any truck plant.

Canadian auto production slides

Canadian automakers targeted production of 24,544 cars last week, 4.48 percent below the previous week's 25,695 and 0.13 percent more than the year-ago week's 24,512.

So far this year, 975,596 units have been assembled, 3.67 percent below the 1,012,769 completed last year at this point.

Truck output was scheduled at 13,102 units last week, 5.73 percent below the prior week's 13,899 and 31.09 percent below the year-ago week's 19,012.

So far this year, 723,254 trucks have been built, 8.21 percent below the 787,935 assembled last year at this time.

A strike at Delco Electronics Corp. in Kokomo, Ind., forced General Motors to close its plant in Ste. Therese, Quebec, last Tuesday (Nov. 25).

The plant is expected to resume production Dec. 3.

Chrysler Motors' Pillette truck plant in Windsor, Ontario assembled its one millionth Dodge Ram Van/Wagon last Friday (Nov. 28).

CANADIAN CAR	Week Ended Nov. 29, 1986	Week Ended Nov. 30, 1985	Week Ended Nov. 22, 1986	Nov. Est.	Jan. 1 to Nov. 30, 1986	Jan. 1 to Nov. 29, 1985
AMERICAN MOTORS	145	410	145	551	10,493	4,112
FORD MOTOR	11,393	9,223	11,645	45,565	462,326	482,443
GENERAL MOTORS	12,781	14,654	13,680	53,381	530,775	479,846
VOLVO	225	225	225	855	9,175	9,195
Total Cars, Canada	24,544	24,512	25,695	100,352	1,012,769	975,596

U.S. TRUCK☆	Week Ended Nov. 29, 1986	Week Ended Nov. 30, 1985	Week Ended Nov. 22, 1986	Nov. Est.	Jan. 1 to Nov. 30, 1986	Jan. 1 to Nov. 29, 1985
CHEVROLET	20,614	14,336	8,904	76,639	1,074,223	1,075,421
DODGE	2,900	2,786	6,007	19,915	194,886	130,729
FORD	17,235	16,575	27,917	96,364	1,104,113	1,261,144
GMC	1,510	4,196	7,751	25,984	327,196	329,836
NAVISTAR	1,272	905	1,608	6,089	67,999	66,588
JEEP	2,550	3,427	4,286	15,473	211,771	173,943
NISSAN	1,730	1,294	1,708	7,201	99,721	101,575
AM GENERAL*	30	50	50	180	2,330	2,304
MISCELLANEOUS*	1,380	2,000	2,300	8,280	86,953	104,972
Total Trucks, U.S.	49,221	45,569	60,531	256,125	3,169,192	3,246,514

CANADIAN TRUCK	Week Ended Nov. 29, 1986	Week Ended Nov. 30, 1985	Week Ended Nov. 22, 1986	Nov. Est.	Jan. 1 to Nov. 30, 1986	Jan. 1 to Nov. 29, 1985
AMERICAN MOTORS	630	0	640	2,410	0	26,170
CHRYSLER	9,169	9,328	8,964	33,338	353,524	368,688
FORD	2,115	3,557	3,016	7,397	149,829	135,186
GENERAL MOTORS	988	5,923	1,080	3,794	264,286	184,542
NAVISTAR	200	204	199	792	10,296	8,668
Total Trucks, Canada	13,102	19,012	13,899	47,731	787,935	723,254
N. American Trucks	62,323	64,581	74,430	303,856	3,957,127	3,969,768

—Includes window van production. *—Estimated
Jeep includes commercial only. AM General includes government-destined vehicles.
Miscellaneous includes estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz, etc.
Monthly estimates may contain error of one or two units due to rounding.

U.S. CAR	Week Ended Nov. 29, 1986	Week Ended Nov. 30, 1985	Week Ended Nov. 22, 1986	Nov. Est.	Jan. 1 to Nov. 30, 1986	Jan. 1 to Nov. 29, 1985
AMERICAN MOTORS	0	0	1,502	3,002	103,450	46,844
Renault Total	0	0	1,502	3,002	103,450	46,844
Alliance	0	0	1,502	3,002	68,107	43,497
Encore	0	0	0	0	35,343	3,347
CHRYSLER MOTORS	12,500	16,561	23,899	92,466	1,154,420	1,198,959
Plymouth Total	5,200	4,896	9,691	35,198	335,702	385,284
Horizon	1,800	1,847	3,200	12,855	129,398	157,594
Sundance	1,000	0	2,227	7,073	0	28,478
Reliant	2,000	1,935	3,285	11,036	146,028	140,570
Caravelle	400	749	919	3,416	44,314	41,088
Gran Fury	0	125	0	995	13,982	17,594
Chrysler Total	2,100	6,522	4,070	19,394	373,068	348,574
Laser	0	669	0	0	47,752	28,978
LeBaron	900	1,853	1,492	4,912	85,602	78,538
LeBaron GTS	500	1,582	1,086	3,586	90,355	58,786
New Yorker/E-Class	700	789	1,490	5,317	59,001	66,881
Fifth Avenue	0	630	0	5,580	89,358	117,396
Dodge Total	5,200	6,363	10,126	37,938	441,629	485,181
Daytona	200	675	250	450	43,239	30,792
Omni	1,700	1,719	3,131	12,199	124,988	150,043
Shadow	1,000	0	2,324	7,484	0	27,892
Aries	1,900	1,765	2,588	10,975	122,487	116,144
Dodge 600	400	774	900	3,512	89,529	59,771
Lancer	300	1,104	835	2,603	61,850	44,889
Diplomat	0	226	0	1,015	28,586	36,090
FORD MOTOR	22,821	18,624	40,736	136,529	1,505,413	1,601,586
Ford Division	15,919	12,093	28,943	100,870	1,009,474	1,108,922
Escort	3,688	4,444	9,085	30,369	314,250	347,379
EXP	0	0	0	0	3,839	0
Mustang	2,467	2,278	3,456	13,006	169,515	162,984
Tempo	2,388	2,793	4,280	15,841	172,170	178,571
LTD	0	0	0	0	180,724	0
Taurus	5,409	968	8,536	30,805	6,039	296,258
Thunderbird	1,953	1,802	3,566	11,908	155,816	122,730
Crown Victoria	0	0	0	0	7,122	0
L-M Division	6,705	5,541	11,893	36,651	495,941	492,676
Mercury Total	4,271	4,351	7,174	22,792	346,790	326,551
Lynx	982	1,155	1,461	4,729	68,416	55,599
Capri	0	458	0	0	17,737	12,344
Topaz	646	444	1,196	4,286	50,109	53,215
Cougar	1,093	2,017	1,540	3,899	119,630	90,833
Marquis	0	0	0	0	82,461	0
Sable	1,870	277	2,977	9,944	2,675	114,570
Grand Marquis	0	0	0	0	4,733	0
Lincoln Total	2,434	2,190	4,719	15,859	148,151	186,125
Continental	241	305	467	1,574	23,332	17,934
Lincoln	1,826	1,844	3,541	11,896	108,343	124,598
Mark VII	367	241	711	2,389	16,476	23,593
GENERAL MOTORS	36,131	57,734	73,101	257,376	4,442,300	3,784,149
Buick Total	6,044	12,679	11,858	39,987	923,634	707,801
Skyhawk	0	1,924	1,729	5,514	190,871	76,713
Century	3,519	4,928	5,977	20,955	270,453	210,291
Regal	0	1,725	11	3,888	124,828	54,056
Skylark (X-car)	0	0	0	0	40,953	0
Somerset/Skylark	1,588	833	2,410	9,274	110,824	102,230
LeSabre (fwd)	937	594	234	11,630	6,158	143,331
LeSabre/Electra(rwd)	0	142	288	926	85,341	13,757
Electra(fwd)	0	2,463	915	6,895	127,364	83,777
Riviera	0	170	313	1,915	46,842	23,416
Cadillac Total	2,509	3,537	5,370	23,101	300,919	289,815
Cimarron	0	331	585	2,009	24,499	21,724
Cadillac (rwd)	0	511	702	3,183	36,585	69,988
DeVille (fwd)	2,509	2,398	3,521	14,363	180,059	155,309
Eldorado	0	184	336	2,117	52,037	22,625
Seville	0	113	224	1,429	27,739	20,169
Chevrolet Total	8,297	19,136	26,076	95,720	1,494,668	1,196,287
Chevette	1,595	1,414	2,424	9,577	143,381	96,287
Camaro	1,972	2,939	2,618	11,161	195,838	161,733
Cavalier	0	5,087	9,283	27,033	451,187	362,657
Celebrity	3,603	2,693	5,675	21,282	244,456	237,180
Citation	0	0	0	0	28,689	0
Corsica/Beretta	475	0	1,004	3,995	0	8,333
Monte Carlo	651	1,566	869	6,465	127,353	101,861
Chevrolet	0	4,858	3,913	14,594	259,138	202,465
Corvette	0	579	310	1,613	42,485	25,771
Oldsmobile Total	10,077	11,735	13,378	56,285	1,074,951	863,885
Firenza	491	761	899	2,956	57,096	35,291
Calais	1,525	1,732	2,307	8,870	137,510	109,132
Cutlass Ciera	2,783	4,145	4,880	16,298	324,136	218,988
Cutlass Supreme	651	3,009	1,087	5,272	216,841	102,273
88 (fwd)	2,739	0	2,529	11,233	12,791	257,319
88 (rwd)	216	442	197	1,318	166,174	17,589
Olds 98	1,317	1,536	1,485	8,725	132,006	104,898
Toronado	375	110	213	1,733	28,327	17,185
Pontiac Total	9,204	10,647	16,419	62,273	648,128	726,761
Acadian**	0	435	486	755	15,807	14,872
Fiero	1,048	1,388	0	4,611	165,154	62,895
1000	376	741	950	2,434	32,528	19,187
Firebird	1,298	1,801	2,188	7,758	104,447	98,987
2000 Sunbird	1,497	1,633	2,455	8,830	131,242	123,444
Grand Am	3,158	2,288	4,839	17,568	127,422	210,129
6000	1,599	850	2,600	9,602	50,960	122,662
Bonneville	0	0	2,597	9,415	0	25,884
Safari/Parisienne	228	1,671	294	1,300	80,768	48,801
HONDA	3,990	1,598	6,928	25,131	132,674	211,836
Civic	990	0	1,801	5,948	0	15,162
Accord	3,000	1,598	5,027	19,183	132,674	196,474
NISSAN	2,920	1,133	2,898	12,286	36,428	54,343
NUMMI	900	1,900	3,894	13,897	51,679	178,080
Corolla	200	0	1,039	3,720	0	6,236
Nova	600	1,900	2,855	10,177	51,679	171,844
VOLKSWAGEN	1,200	1,404	2,006	7,183	88,156	77,882
Golf/GTI	1,050	1,404	1,756	6,783	88,156	77,282
Jetta	150	0	250	400	0	400
Total Cars, U.S.	80,162	98,954	154,654	590,872	7,514,502	7,153,331
Total Cars, Canada	24,544	24,512	25,695	100,352	1,012,769	975,596
N. American Cars	104,706	123,466	180,349	691,224	8,527,271	8,128,927
N. American Trucks	62,323	64,581	74,430	303,856	3,957,127	3,969,768
North American Cars and Trucks	167,029	188,047	254,779	995,080	12,484,398	12,098,695

*—Revised estimate. **—All Acadians sold built for sale in Canada.
Monthly estimates may contain error of one or two units due to rounding.